

**LACOAA - Central Office**  
**STATEMENT OF FINANCIAL POSITION**  
As of March 31, 2020

	TOTAL
<b>ASSETS</b>	
Current Assets	
Bank Accounts	
Chase Ck x6528	44,440.30
Chase Sav x3791	121,716.08
PayPal Bank	6,882.81
Petty Cash	325.00
<b>Total Bank Accounts</b>	<b>\$173,364.19</b>
Accounts Receivable	
Accounts Receivable	0.00
<b>Total Accounts Receivable</b>	<b>\$0.00</b>
Other Current Assets	
Inventory	51,815.31
<b>Total Other Current Assets</b>	<b>\$51,815.31</b>
<b>Total Current Assets</b>	<b>\$225,179.50</b>
Fixed Assets	
Accumulated Depreciation	-19,441.00
Furniture and Equipment	3,686.77
Leasehold Improvements	14,220.98
<b>Total Fixed Assets</b>	<b>\$ -1,533.25</b>
Other Assets	
Security Deposit	4,378.30
<b>Total Other Assets</b>	<b>\$4,378.30</b>
<b>TOTAL ASSETS</b>	<b>\$228,024.55</b>
<b>LIABILITIES AND EQUITY</b>	
Liabilities	
Current Liabilities	
Other Current Liabilities	
Sales Tax Payable	1,182.05
<b>Total Other Current Liabilities</b>	<b>\$1,182.05</b>
<b>Total Current Liabilities</b>	<b>\$1,182.05</b>
<b>Total Liabilities</b>	<b>\$1,182.05</b>
Equity	
Retained Earnings	242,829.56
Net Revenue	-15,987.06
<b>Total Equity</b>	<b>\$226,842.50</b>
<b>TOTAL LIABILITIES AND EQUITY</b>	<b>\$228,024.55</b>

# LACOOA - Central Office

## BUDGET VS. ACTUALS: LACOOA - FY20 P&L

March 2020

	MAR 2020				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
<b>Revenue</b>								
CONTRIBUTIONS					\$0.00	\$0.00	\$0.00	0.00%
Group	10,733.45	14,666.67	-3,933.22	73.18 %	\$10,733.45	\$14,666.67	\$ -3,933.22	73.18 %
Individual	3,092.77	1,666.67	1,426.10	185.57 %	\$3,092.77	\$1,666.67	\$1,426.10	185.57 %
<b>Total CONTRIBUTIONS</b>	<b>13,826.22</b>	<b>16,333.34</b>	<b>-2,507.12</b>	<b>84.65 %</b>	<b>\$13,826.22</b>	<b>\$16,333.34</b>	<b>\$ -2,507.12</b>	<b>84.65 %</b>
Interest Earned	6.03	9.17	-3.14	65.76 %	\$6.03	\$9.17	\$ -3.14	65.76 %
Sales					\$0.00	\$0.00	\$0.00	0.00%
Literature	7,423.90	18,000.00	-10,576.10	41.24 %	\$7,423.90	\$18,000.00	\$ -10,576.10	41.24 %
<b>Total Sales</b>	<b>7,423.90</b>	<b>18,000.00</b>	<b>-10,576.10</b>	<b>41.24 %</b>	<b>\$7,423.90</b>	<b>\$18,000.00</b>	<b>\$ -10,576.10</b>	<b>41.24 %</b>
<b>Total Revenue</b>	<b>\$21,256.15</b>	<b>\$34,342.51</b>	<b>\$ -13,086.36</b>	<b>61.89 %</b>	<b>\$21,256.15</b>	<b>\$34,342.51</b>	<b>\$ -13,086.36</b>	<b>61.89 %</b>
<b>Cost of Goods Sold</b>								
Cost of Goods Sold					\$0.00	\$0.00	\$0.00	0.00%
Directies / Printing	8,627.59		8,627.59		\$8,627.59	\$0.00	\$8,627.59	0.00%
Literature	13,551.16	13,750.00	-198.84	98.55 %	\$13,551.16	\$13,750.00	\$ -198.84	98.55 %
Shipping, Freight & Delivery - COS	61.40	140.42	-79.02	43.73 %	\$61.40	\$140.42	\$ -79.02	43.73 %
<b>Total Cost of Goods Sold</b>	<b>22,240.15</b>	<b>13,890.42</b>	<b>8,349.73</b>	<b>160.11 %</b>	<b>\$22,240.15</b>	<b>\$13,890.42</b>	<b>\$8,349.73</b>	<b>160.11 %</b>
<b>Total Cost of Goods Sold</b>	<b>\$22,240.15</b>	<b>\$13,890.42</b>	<b>\$8,349.73</b>	<b>160.11 %</b>	<b>\$22,240.15</b>	<b>\$13,890.42</b>	<b>\$8,349.73</b>	<b>160.11 %</b>
<b>GROSS PROFIT</b>	<b>\$ -984.00</b>	<b>\$20,452.09</b>	<b>\$ -21,436.09</b>	<b>-4.81 %</b>	<b>\$ -984.00</b>	<b>\$20,452.09</b>	<b>\$ -21,436.09</b>	<b>-4.81 %</b>
<b>Expenditures</b>								
Advertising & Marketing	24.99		24.99		\$24.99	\$0.00	\$24.99	0.00%
Bank Charges & Fees					\$0.00	\$0.00	\$0.00	0.00%
Credit Card Processing	144.45		144.45		\$144.45	\$0.00	\$144.45	0.00%
PayPal Fees	198.32	200.00	-1.68	99.16 %	\$198.32	\$200.00	\$ -1.68	99.16 %
<b>Total Bank Charges &amp; Fees</b>	<b>342.77</b>	<b>200.00</b>	<b>142.77</b>	<b>171.39 %</b>	<b>\$342.77</b>	<b>\$200.00</b>	<b>\$142.77</b>	<b>171.39 %</b>
Cash - Over & Short	-0.26		-0.26		\$ -0.26	\$0.00	\$ -0.26	0.00%
Computer					\$0.00	\$0.00	\$0.00	0.00%
Hardware		83.33	-83.33		\$0.00	\$83.33	\$ -83.33	0.00%
Software		83.33	-83.33		\$0.00	\$83.33	\$ -83.33	0.00%
Tech Support		83.33	-83.33		\$0.00	\$83.33	\$ -83.33	0.00%
<b>Total Computer</b>		<b>249.99</b>	<b>-249.99</b>		<b>\$0.00</b>	<b>\$249.99</b>	<b>\$ -249.99</b>	<b>0.00%</b>
Employees	7,749.11		7,749.11		\$7,749.11	\$0.00	\$7,749.11	0.00%
Full Time Staff		3,300.00	-3,300.00		\$0.00	\$3,300.00	\$ -3,300.00	0.00%
Health Insurance	1,424.83	1,450.00	-25.17	98.26 %	\$1,424.83	\$1,450.00	\$ -25.17	98.26 %
Manager Development Classes		41.67	-41.67		\$0.00	\$41.67	\$ -41.67	0.00%
Office Manager - Salary		5,460.00	-5,460.00		\$0.00	\$5,460.00	\$ -5,460.00	0.00%
Part Time Staff - Hourly		1,333.33	-1,333.33		\$0.00	\$1,333.33	\$ -1,333.33	0.00%
Part Time Staff - Hourly (2)		0.00	0.00		\$0.00	\$0.00	\$0.00	0.00%
Payroll Processing	191.20		191.20		\$191.20	\$0.00	\$191.20	0.00%
Payroll Taxes	3,146.43	938.40	2,208.03	335.30 %	\$3,146.43	\$938.40	\$2,208.03	335.30 %
<b>Total Employees</b>	<b>12,511.57</b>	<b>12,523.40</b>	<b>-11.83</b>	<b>99.91 %</b>	<b>\$12,511.57</b>	<b>\$12,523.40</b>	<b>\$ -11.83</b>	<b>99.91 %</b>
<b>General Office Expenses</b>								
Carpet Cleaning		50.00	-50.00		\$0.00	\$50.00	\$ -50.00	0.00%
General Supplies	437.05	250.00	187.05	174.82 %	\$437.05	\$250.00	\$187.05	174.82 %
Kitchen Supplies	224.06	250.00	-25.94	89.62 %	\$224.06	\$250.00	\$ -25.94	89.62 %
Kitchen Water Filtration		53.33	-53.33		\$0.00	\$53.33	\$ -53.33	0.00%
TV	90.00	20.00	70.00	450.00 %	\$90.00	\$20.00	\$70.00	450.00 %
<b>Total General Office Expenses</b>	<b>751.11</b>	<b>623.33</b>	<b>127.78</b>	<b>120.50 %</b>	<b>\$751.11</b>	<b>\$623.33</b>	<b>\$127.78</b>	<b>120.50 %</b>
<b>Insurance</b>								
Business Liability	374.10	166.67	207.43	224.46 %	\$374.10	\$166.67	\$207.43	224.46 %
D&O		125.00	-125.00		\$0.00	\$125.00	\$ -125.00	0.00%
Workers Comp		125.00	-125.00		\$0.00	\$125.00	\$ -125.00	0.00%
<b>Total Insurance</b>	<b>374.10</b>	<b>416.67</b>	<b>-42.57</b>	<b>89.78 %</b>	<b>\$374.10</b>	<b>\$416.67</b>	<b>\$ -42.57</b>	<b>89.78 %</b>
<b>Legal &amp; Professional Services</b>								
Accounting	775.00	879.17	-104.17	88.15 %	\$775.00	\$879.17	\$ -104.17	88.15 %
Legal		325.00	-325.00		\$0.00	\$325.00	\$ -325.00	0.00%
<b>Total Legal &amp; Professional Services</b>	<b>775.00</b>	<b>1,204.17</b>	<b>-429.17</b>	<b>64.36 %</b>	<b>\$775.00</b>	<b>\$1,204.17</b>	<b>\$ -429.17</b>	<b>64.36 %</b>
Monthly Meeting Rental Space		66.67	-66.67		\$0.00	\$66.67	\$ -66.67	0.00%
Printer Lease		262.50	-262.50		\$0.00	\$262.50	\$ -262.50	0.00%
Rent & Electric	5,045.72	4,874.10	171.62	103.52 %	\$5,045.72	\$4,874.10	\$171.62	103.52 %
Parking	215.00	215.00	0.00	100.00 %	\$215.00	\$215.00	\$0.00	100.00 %
<b>Total Rent &amp; Electric</b>	<b>5,260.72</b>	<b>5,089.10</b>	<b>171.62</b>	<b>103.37 %</b>	<b>\$5,260.72</b>	<b>\$5,089.10</b>	<b>\$171.62</b>	<b>103.37 %</b>

# LACOOA - Central Office

## BUDGET VS. ACTUALS: LACOOA - FY20 P&L

March 2020

	MAR 2020				TOTAL			
	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET	ACTUAL	BUDGET	OVER BUDGET	% OF BUDGET
Repairs & Maintenance		50.42	-50.42		\$0.00	\$50.42	\$ -50.42	0.00%
Taxes & Licenses		6.25	-6.25		\$0.00	\$6.25	\$ -6.25	0.00%
Telephone					\$0.00	\$0.00	\$0.00	0.00%
1-800 line, Westwood call	439.00	410.00	29.00	107.07 %	\$439.00	\$410.00	\$29.00	107.07 %
Office Manager Cell Phone	120.00	60.00	60.00	200.00 %	\$120.00	\$60.00	\$60.00	200.00 %
<b>Total Telephone</b>	<b>559.00</b>	<b>470.00</b>	<b>89.00</b>	<b>118.94 %</b>	<b>\$559.00</b>	<b>\$470.00</b>	<b>\$89.00</b>	<b>118.94 %</b>
<b>Total Expenditures</b>	<b>\$20,599.00</b>	<b>\$21,162.50</b>	<b>\$ -563.50</b>	<b>97.34 %</b>	<b>\$20,599.00</b>	<b>\$21,162.50</b>	<b>\$ -563.50</b>	<b>97.34 %</b>
NET OPERATING REVENUE	\$ -21,583.00	\$ -710.41	\$ -20,872.59	3,038.10 %	\$ -21,583.00	\$ -710.41	\$ -20,872.59	3,038.10 %
NET REVENUE	\$ -21,583.00	\$ -710.41	\$ -20,872.59	3,038.10 %	\$ -21,583.00	\$ -710.41	\$ -20,872.59	3,038.10 %